

Message Text

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ACTION EB-11

INFO OCT-01 AF-10 ADP-00 FAA-00 CIAE-00 INR-09 NSAE-00

RSC-01 L-03 AID-20 IGA-02 RSR-01 /058 W

----- 043113

R 281120 Z MAR 73

FM AMEMBASSY COTONOU

TO SECSTATE WASHDC 5001

USDOC/ WASHDC

INFO FAA/ BRUSSELS UNN

AMEMBASSY LAGOS

AMCONSUL CASABLANCA

UNCLAS COTONOU 0430

E. O. 11652: N/ A

TAGS: ETRN, ETRD, DM, US

SUBJ: FAA REPRESENTATIVE VISIT COTONOU

STATE PASS FAA, CASABLANCA PASS RCAA

1. DAHOMEAN ASECNA CHIEF TCHIBOZO TOLD FAA REP ON 27 MARCH THAT FOLLOWING IMPROVEMENTS PLANNED FOR COTONOU AIRPORT DURING NEXT TWO YEARS:

A. TOWER, COMMUNICATIONS AND METEOROLOGICAL FACILITIES COMPLEX TO BE CONSTRUCTED BY MRGD " SOON".

B. FOUR HUNDRED METER EXTENSION TO THE RUNWAY, TWO NEW PARKING BAYS FOR DC-10/747 AIRCRAFT, AND MAJOR TERMINAL BUILDING EXTENSION TO BE UNDERTAKEN. MRGD SEEKING BEST FINANCING TERMS. THEY CONSIDERING ASKING FOR CANADIAN, FRENCH OR US AID. ALSO LOOKING INTO POSSIBILITY OF BANK FINANCING.

C. MR TCHIBOZO DESIRES INSTALL VASI (VISUAL APPROACH STOP INDICATORS) LIGHTS COTONOU AND REQUESTS SPECIFICATIONS/ COST FOR SUCH EQUIPMENT.

2. FAA REP LAGOS, IN DISCUSSION 27 MARCH WITH DEP DIRECTOR CIVIL AVIATION MME G KPAKPO, WAS ADVISED DAHOMEY PLANS TO ESTABLISH AIR- SEA RESCUE TEAM AND WOULD APPRECIATE RECEIVING ADVICE AND INFORMATION AVAILABLE FROM AMERICAN SOURCES ON THIS SUBJECT.

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3. REQUEST INFORMATION AND SPECIFICATIONS REQUESTED IN PARAS (1) AND (2) BE PASSED TO EMB/ ECON COTONOU FOR DELIVERY TO DCA/ ASECNA WITH COPY TO AMEMB LAGOS FOR FAA REP.

4. COMMERCE MIGHT BE INTERESTED IN PUBLISHING MRGD' S DESIRE TO PURCHASE VASI LIGHTS AS TRADE OPPORTUNITY. THE TRAVEL SEASON IMMEDIATELY AHEAD. AERLINTE WOULD PARTICULARLY CONTEST THE VIEW EXPRESSED IN YOUR COMMUNICATION AND HERE THEY WOULD HAVE OUR SUPPORT, THAT THE FARES STRUCTURES PROPOSED BY THE U. S. AIRLINES AND FILED WITH CAB REPRESENTED A MORE RATIONAL FORM THAN THE STRUCTURE PROPOSED BY AERLINTE. IT WOULD BE OUR VIEW THAT THE DESIRE FOR " CURTAILMENT OF THE GROWING USE MADE OF THE 22/45 DAY FARE" WOULD BE ACHIEVED BY THE INCREASE PROPOSED BY AERLINTE FOR THIS PARTICULAR FARE AND BY THE INTRODUCTION OF THE LOWER BUT GREATLY RESTRICTED APEX FARE. A CRUCIAL POINT HERE WOULD BE THAT AN EXCESSIVE DIFFERENTIAL BETWEEN THE LOWEST EXCURSION FARE (WHETHER 22/45 OF 14/45) AND THE APEX FARE WOULD PROVIDE SUCH A STRONG INCENTIVE FOR PASSENGERS TO SWITCH TO APEX THAT IT MIGHT LEAD TO WIDESPREAD EVASION OF THE REGULATIONS FOR THIS FARE AND CONSEQUENT DETERIORATION IN YIELD. IT WOULD BE OUR VIEW THAT THE GAP IN QUESTION WOULD BE SO LARGE IN THE U. S. CARRIERS PORPOSED TARIFF, THAT SERIOUS DILUTION WOULD BE ALMOST INEVITABLE. ASIDE FROM THIS THE HIGH LEVEL OF THE 14/45 DAY FARE PROPOSED BY THE U. S. AIRLINES WOULD BE LIKELY TO DIVERT A SUBSTANTIAL NUMBER OF POTENTIAL SCHEDULED PASSENGERS, WHO COULD NOT MEET ADVANCED BOOKING REQUIREMENTS, TO TO IRREGULAR AFFINITY CHARTERS.

WE WOULD ALSO FIND IT DIFFICULT TO GO ALONG WITH THE CAB VIEW THAT A SCHEDULED SERVICE NEED NOT BE PRICED AT A LEVEL COMPARABLE TO THAT OF CHARTER SERVICES IN ORDER TO MAINTAIN INDEPENDENT AND PROFITABLE OPERATION. THE LACK OF A FARE ON SCHEDULED SERVICES COMPETITIVE WITH CHARTERS COULD, WITH THE CHARTERS AVAILABLE TO THE GENERAL PUBLIC, LEAD TO THE LOSS OF A GREAT DEAL, IF NOT ALL, HOLIDAY TRAFFIC TO THE CHARTERS WITH A SHARP REDUCTION IN TRAFFIC ON SCHEDULED SERVICES AND A SHARP REDUCTION IN LOAD FACTORS WITH ALL THIS IMPLIES FOR THE PROFITABILITY OF SCHEDULED SERVICESS.

ON THE ISSUE OF STOP- OVERS WE TAKE THE VIEW THAT TO MANY EUROPEAN DESTINATIONS SUCH AS LONDON, OTHER BRITISH PROVINCIAL POINTS, PARIS, AMSTERDAM, ETC., THERE IS VIRTUALLY NO DIFFERENCE IN THE MILEAGE OF A DIRECT FLIGHT FROM THE U. S. LIMITED OFFICIAL USE

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AND ONE VIA SHANNON. WE CAN SEE NO MERIT IN REQUIRING A NON STOP- OVER RULE TO APPLY TO SUCH ROUTINGS VIA SHANNON SIMPLY BECAUSE THE PRINCIPLE OF NON STOP- OVERS ON ECONOMIC GROUNDS IS DEMONSTRABLE BY REFERENCE TO OTHER MORE CIRCUITOUS ROUTINGS WHICH INVOLVE AN UNWARRANTED EXPLOITATION OF THE STOP- OVER CONCEPT. THE APPLICATION OF THE PRINCIPLE TO IRELAND WOULD INVOLVE UNNECESSARY AND UNWARRANTED DAMAGE TO THE IRISH TOURIST INDUSTRY. BECAUSE OF IRELAND' S POSITION STRADDLING THE NORTH ATLANTIC ROUTINGS TO EUROPE WE WOULD URGE THAT THE PRINCIPLE OF STOP- OVER BE PERMITTED FOR IRELAND.

THERE ARE A NUMBER OF OTHER POINTS WITH WHICH WE WOULD TAKE ISSUE BUT OF COURSE THE MATTER IS NOW EFFECTIVELY RESOLVED FOR 1973 BY THE GENERAL AGREEMENT AMONG IATA AIRLINES.

IN CONCLUSION LET ME SAY THAT WE ENDORSE THE SENTIMENT THAT IS MOST DESIRABLE THAT THE IATA FORUM SHOULD RESUME ITS TRADITIONAL ROLE AT AN EARLY DATE TO SOLVE THE FARES PROBLEM FOR 1974 AND SUBSEQUENT YEARS AND THAT THE DIFFICULTIES EXPERIENCED THIS YEAR IN REACHING AGREEMENT SHOULD NOT BE ALLOWED TO INTERFERE WITH THE GENERAL ACCEPTANCE OF IATA AS THE MACHINERY RESPONSIBLE FOR FORMULATING FARES IN INTERNATIONAL AIR TRANSPORTATION. UNQUOTE MOORE

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